

Message Text

UNCLASSIFIED

PAGE 01 MANAMA 01791 071137Z

13

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W

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R 071039Z NOV 76

FM AMEMBASSY MANAMA BAHRAIN

TO USDOC WASHINGTON DC

INFO SECSTATE WASHINGTON DC 3754

UNCLAS MANAMA 1791

USDOC FOR CAGNE

E.O.11652: N/A

TAGS : BEXP, BA

SUBJECT : SPECIAL TRADE OPPORTUNITY: A.A. ZAYANI AND SONS

ANOTHER ZAYANI IS COMING

REFS : (A) MANAMA 1193 AND 1667

(B) USDOC 14344

1. USDOC/CAGNE MAY LEARN TO REGRET ITS FINE HANDLING OF RECENT VISIT OF HAMID ZAYANI (REFTELS) AS THE ENTIRE CLAN DESCENDS ON WASHINGTON. BUT FROM THE EMBASSY PERSPECTIVE THIS IS AN IMPORTANT TURNING POINT IN OUR ATTEMPTS TO ESTABLISH CLOSE WORKING RELATIONSHIPS WITH THE YOUNGER MEMBERS OF THE MOST PROMINENT MERCHANT FAMILIES HERE.

2. MAJID ZAYANI, YOUNGER BROTHER OF HAMID, IS DUE TO VISIT THE UK STARTING NOV. 15 AND HE WOULD LIKE TO ADD THE U.S. TO HIS ITINERARY. HE IS INTERESTED, AND APPARENTLY HAS THE FAMILY APPROVAL, IN ESTABLISHING A MODERN SUPERMARKET IN BAHRAIN. HE WOULD LIKE NAMES, ADDRESSES, INCLUDING TELEXES, OF FIRMS WHICH WOULD BE INTERESTED IN TALKING WITH HIM ABOUT ORGANIZING (WE THINK THIS MEANS BUILDING DESIGNS, LAYOUT, ETC.), MANAGING AND FULLY OPERATING SUCH SUPERMARKET HERE.

3. ACTION REQUESTED: EMBASSY WOULD BE GRATEFUL FOR RESPONSE WITH NAMES OF SUCH MANAGEMENT/OPERATIONS FIRMS AS WELL AS NAME OF POSSIBLE CONTACT AT USDOC FOR ZAYANI SHOULD HE, AS SEEMS UNCLASSIFIED

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PROBABLE NOW, DECIDE TO VISIT WASHINGTON AS WELL AS OTHER U.S.

CITIES.

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Message Attributes

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Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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